

Tecon Rio Grande



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— Paulo Bertinetti,
Managing Director, Tecon Rio Grande

In 1997, Tecon Rio Grande (TRG) was the first container terminal to be privatized in Brazil. The International Finance Corporation, which is the private sector arm of the World Bank Group, has invested about \$60 million in the expansion of the terminal, which is located in southern Brazil. TRG used the financing to extend the existing quay, expand the stacking yard, and purchase additional equipment.

TRG’s goal was to improve its competitiveness in the cargo it handles through increased productivity, cost reduction and competitive prices. The terminal needed a robust software solution to manage its current growth sparked by the capital investment. TRG is considered one of the most modern terminals in Brazil and one of the best in South America.

Demand Remains Strong in Southern Brazil

Tecon Rio Grande (TRG) container terminal will expand in 2005 to accommodate the terminal’s growth, which has been operating above optimum capacity for at least three years. TRG was a small terminal eight years ago with about 4,000 moves per month. Today, it is Brazil’s second largest container terminal by volume and moves between 35,000 and 40,000 containers per month, which is an increase of at least 31,000 moves per month.



BUSINESS RESULTS:

- Increased container moves per month by at least 31,000
- Increased productivity by 250%
- Increased throughput by 13%
- Decreased vessel planning from 5 hours to one hour

THROUGHPUT:

- 612,058 TEU in 2005
- 22 vessels/week in 2005

NAVIS PRODUCTS:

- SPARCS TOS
- AutoStow
- Expert Decking
- Quay Commander

IMPLEMENTATION PARTNER:

- Navis Professional Services

“Without SPARCS, we couldn’t have managed the growth,” said Sergio Augusto Gonclaves, Information Technology Manager at TRG. “SPARCS helped us optimize equipment, land, and container moves, which allowed vessels to spend less time at the quay. The software enables us to accept more requests from shippers, which helps increase our throughput.”

The 2005 planned expansion at TRG will add a new berth, allowing three vessels to operate simultaneously. In addition, two new Super Post Panamax Gantry cranes are joining the two existing ones. TRG moves a diversified range of cargo, including tobacco, frozen chickens, furniture, rice and shoes, which accounts for approximately 50% of the volume.

“We’re experiencing growth because of efficiency, thanks to SPARCS,” Gonclaves said.

Real-time Monitoring Eliminates Failures and Increases Labor Productivity

TRG employees were reassigned from the yard to work in-house after the terminal implemented the Navis™ SPARCS terminal operating system (TOS). With a real-time view of the terminal, the planners can make more strategic decisions to help optimize labor and equipment resources.

“The increase in productivity wouldn’t have been possible without Navis. Our productivity has increased by 350%,” said Paulo Bertinetti, Managing Director of TRG. “In the old days, the workers used a VHS radio and paper to facilitate the communications. There were more people working outside in the yard. Now those people are trained to use SPARCS, and they are definitely working more efficiently, inside the office.”

The planners can quickly and easily determine the best way to optimize the terminal through yard allocation and vessel loading plans; and they can see where containers are located and which equipment is available. The increase in productivity enabled TRG to hire more employees, which grew from 200 to 700 within the six years of using the SPARCS TOS.

Software Supports a 13% Increase in Throughput

TRG increased throughput from 542,639 TEU in 2003 to 612,058 TEU in 2004, which is a 13% increase. TRG increased the total number of containers handled since 1997 when 57,450 containers were moved, versus 364,178 in 2004. The terminal is expected to reach 650,000 TEU by the end of 2005. In the next two years, TRG expects to climb up to 1 million TEU, said Marina Vidal, marketing and commercial assistant at TRG.

“Before SPARCS, it took TRG workers five hours or more to dispatch their vessel plans. Now it only takes an hour for vessel planning. The planning is faster and more reliable than before.”

— Sergio Augusto Gonclaves,
Information Technology Manager,
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AutoStow Simplifies Vessel Plans and Generates Optimized Stow Plans

Gonclaves said the planning system at TRG was an extremely slow and arduous process regarding vessel and yard integration operations before Navis™ SPARCS AutoStow was implemented. AutoStow enables TRG to stow one bay at a time or the entire ship by combining stowage factors like type and weight with yard constraints and operating strategy to select the best container to load in real-time.

“Before, it took TRG workers five hours or more to dispatch their vessel plans. Now it only takes an hour for vessel planning,” Gonclaves said. “The planning is faster and more reliable than before. AutoStow suggests the solution to planners, which obviously makes it easier for them.”

Expert Decking Defines Yard Strategy

TRG relies on Navis™ SPARCS Expert Decking to fully automate yard positioning by automatically distributing containers throughout the yard based on user-defined constraints, preventing congestion and promoting throughput.

“Expert Decking allows us to look at the yard to determine move decisions and allows us to arrange terminal equipment to work only in areas that we target for work,” Gonclaves said. “Expert Decking suggests the best place where to assign a container when it arrives. We can’t pinpoint the exact number due to other factors, but we know for sure that Expert Decking has significantly decreased the number of re-handles at Tecon.”

Industry Gold Standard is Proven Leader

Gonclaves said the Navis brand brings TRG immediate credibility in Brazil. For the last 16 years, Navis SPARCS has set the TOS standard by enabling customers to address tough challenges and successfully meet or exceed their business goals.

“The reliability of SPARCS is tremendous. We never had stoppage in the system, and that is the great advantage of having SPARCS,” Gonclaves said. “When we include Navis in presentations or just talk about it in the public throughout Brazil, we get a good reaction. If all terminals used SPARCS, it would make things a lot easier.”

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